

Message Text

CONFIDENTIAL

PAGE 01 PARIS 27649 181541Z
ACTION EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 ICA-11
TRSE-00 EUR-12 DOE-15 ISO-00 SOE-02 PA-01 /050 W
-----030993 191214Z /42

R 181523Z AUG 78
FM AMEMBASSY PARIS
TO SECSTATE WASHDC 6268
INFO AMEMBASSY LONDON
AMEMBASSY BONN
AMEMBASSY TOKYO
AMEMBASSY BRUSSELS
AMEMBASSY THE HAGUE
AMEMBASSY MOSCOW
AMEMBASSY ROME

C O N F I D E N T I A L PARIS 27649

EXCON OECD

E.O. 11652 GDS
TAGS: EQUIP, ETRD, US, FR, UK, IT, GW, GA, UR
SUBJ: FRENCH PRESS GIVES HEAVY PLAY TO DEMARCHE ON
SALE OF COMPUTER TO TASS

REF: A) PARIS 25613; B) PARIS A-190; C) PARIS 23805

1. SUBSEQUENT TO OUR PREVIOUS MESSAGE (REF A)
OUTLINING OFFICIAL FRENCH REACTION TO DISCLOSURE OF
THE US DEMARCHE ON COMPUTER SALE TO TASS, FRENCH PRESS
AND TELEVISION HAVE SEIZED TOPIC AND GIVEN IT EXTENSIVE
COVERAGE. PRESS IS FANNING SPECULATION THAT A BRITISH,
GERMAN OR FRENCH COMPUTER COMPANY MIGHT SUPPLY TASS WITH
ACCEPTABLE SUBSTITUTE FOR THE UNIVAC COMPUTER.

2. ACCORDING TO ARTICLE IN LES ECHOS, AUGUST 18, THE
IRIS-80 MADE BY THE FRENCH COMPANY CII-HONEYWELL BULL
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 PARIS 27649 181541Z

COULD SATISFY SOVIET REQUIREMENTS. ARTICLE REPORTS
THAT, ACCORDING TO A DIRECTOR OF CII, THE SOVIETS HAVE
HAD "TECHNICAL" CONTACTS WITH THE COMPANY BUT HAVE NOT
PLACED AN OFFICIAL ORDER. LES ECHOS ARTICLE AND OTHERS
THEORIZE THAT THE US MIGHT TRY TO STOP A EUROPEAN FIRM
FROM EXPORTING TO TASS ANY COMPUTER CONTAINING
AMERICAN-MADE COMPONENTS. THIS DIFFICULTY, THE PRESS

REPORTS, COULD BE SKIRTED IF JAPANESE OR EUROPEAN-
MADE COMPONENTS WERE SUBSTITUTED FOR THE AMERICAN PARTS.

3. FRENCH SENSITIVITIES ON THE SUBJECT OF THE NATIONAL COMPUTER INDUSTRY ALSO PROBABLY ACCOUNT FOR THE WIDE PRESS PLAY, ESPECIALLY IN VIEW OF THE FACT THAT 47 PERCENT OF CII'S CAPITAL IS HELD BY THE AMERICAN PARENT COMPANY, HONEYWELL. THE FRENCH COMPUTER INDUSTRY IS SUBSIDIZED AND IS CONSIDERED A "STRATEGIC" SECTOR. FURTHER, THE RELEASE THIS SUMMER OF THE NORA-MINC REPORT (SEE REF B) HAS REKINDLED THE OLD PUBLIC DEBATE ON THE DOMINANT POSITION OF AMERICAN COMPUTER TECHNOLOGY (PRINCIPALLY THAT OF IBM) IN FRANCE.

4. AS FAR AS EMBASSY IS AWARE, THE GOVERNMENT HAS MADE NO FURTHER STATEMENT TO THAT REPORTED REF A. IT APPEARS TO BE STANDING BY ITS STATEMENT OF PRINCIPLE--- THAT COMMERCIAL TRANSACTIONS WILL NOT BE SUBORDINATED TO POLITICAL CONSIDERATIONS--WHILE AVOIDING BEING DRAWN INTO SPECULATIVE DISCUSSIONS ABOUT SPECIFIC POSSIBILITIES
GAMMON

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DEMARCHE, SALES, PRESS COMMENTS, COMPUTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 18 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978PARIS27649
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780340-0159
Format: TEL
From: PARIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780849/aaaabogd.tel
Line Count: 83
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 4b60e360-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 PARIS 25613, 78 PARIS A-190, 78 PARIS 23805
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 19 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1694802
Secure: OPEN
Status: NATIVE
Subject: FRENCH PRESS GIVES HEAVY PLAY TO DEMARCHE ON SALE OF COMPUTER TO TASS
TAGS: EQUIP, ETRD, US, FR, UK, IT, GE, GA, UR
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/4b60e360-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014